

Message Text

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC PRIORITY 7172

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E.O. 11652: N/A

TAGS: ENRG, BEXP, NI, US

SUBJECT: PROPOSALS FOR TECHNICAL SEMINAR ON LNG AND
BUSINESS FORUM BY U.S. INDUSTRY TASK FORCE

REF: LAGOS 10921, 11105, STATE 267985

1. DEPARTMENT OF COMMERCE COUNTERPROPOSAL FOR " BUSINESS
FORUM" BY "U.S.INDUSTRY TASK FORCE" COVERING ALL GAS

AND OIL UTILIZATION PROJECTS DIFFERS IN NO IMMEDIATELY
APPARENT WAY FROM " PETROCHEMICAL INDUSTRY TECHNICAL SALES
SEMINAR" PROPOSED BY DEPARTMENT OF COMMERCE IN 1973,
MODIFIED BY EMBASSY IN FEBRUARY 1974 (LAGOS 01181, PAR 7),
AND "ABORTED" BY DEPARTMENT OF COMMERCE IN MARCH 1974
(STATE 045922).

2. EMBASSY STILL BELIEVES THIS IDAE WORTH TRYING. EMBASSY
ALSO STILL FEELS IDAE CANNOT BE FULLY EVALUATED UNTIL PARTICIPATING
FIRMS AND THEIR SPECIFIC OBJECTIVES ARE IDENTIFIED (SEE
LAGOS 01181, PAR 3). IN SHORT, PARTICIPANTS AND NON-
PARTICIPANTS OLD-TO-MARKET FIRMS(SEE PAR 4) CONVINCED
THAT PROPOSED BUSINESS FORUM" IS LIKELY TO HELP OR AT
LEAST NOT LIKELY TO HARM THEIR INDIVIDUAL INTERESTS?
EMBASSY HAS DISCUSSED FORUM (OR ITS EQUIVALENT) WITH
REPRESENTATIVES OF CHEMICO AND FOSTER WHEELER (LAGOS 01309),
PROCON, GULF OIL, CRUTCHER RESOURCES, AND TENNECO AND HAS
RECEIVED VARYING DEGREES OF NEGATIVE RESPONSE. IF, AFTER
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CANVASSING ALL APPROPRIATE FIRMS, DEPT OF COMMERCE FIRMS

THEY BELIEVE BUSINESS FORUM AT LEAST NOT LIKELY TO HARM THEIR INDIVIDUAL INTERESTS, EMBASSY WILL WHOLE-HEARTEDLY CONCUR WITH PROPOSAL . PENDING SUCH ASSURANCE, EMBASSY BELIEVES THERE LITTLE TO BE GAINED IN DISCUSSING UNCERTAIN PROPOSAL WITH FMG. (SEE LAGO 01308 AND 01472.)

3. IN DISCUSSVN LITH INDIVIDUAL FIRMS, DEPARTMENT OF COMMERCE IS CAUTIONED NOT TO OVER-SELL "BUSINESS FORUM" AS OLD-TO-MARKET FIRMS WILL APPRECIATE, FMG CANNOT BE EXPECTED TO APPROVE SCENARIO OF FORUM UNTIL FEW DAYS BEFORE IT TAKES PLACE AND MAY DELAY OR DENY PERMISSION TO HOLD IT AT ALL. IF FORUM TAKES PLACE, EMBASSY CANNOT GUARANTEE IN ADVANCE THAT PARTICIPANTS WILL MEET PARTICULAR KEY OFFICIALS.

4. FOLLOWING IS LIST OF " OLD-TO-MARKET" FIRMS KNOWN TO EMBASSY (UPDATING LIST CONTAINED LAFOS 01239 OF FEB 12, 1974) TOGETHER WITH THEIR KNOWN CURRENT INTEREST IN FIELD OF GAS AND OIL UTILIZATION(WHICH SHOULD BE TREATED AS PROPRIETARY INFORMATION):

AGRICO-FERTILIZER PARTNERSHIP.

AIR PRODUCTS- LNG PROCESS AND HEAT EXCHANGERS.

ALLIED CHEMICAL-FERTILIZER PARTNERSHIP.

ASHLAND OIL - PETROCHEMICALS, FERTILIZER, AND EXPORT
REFINERY PARTNERSHIPS.

BECHTEL- LNG AND OTHER ENGINEERING/CONSTRUCTION.

BROWN ANF ROOT-LNG AND OTHER ENGINEERING/CONSTRUCTION.

CHEMICO- FERTILIZER AND OTHER ENGINEERING/CONSTRUCTION.

CHICAGO BRIDGE & IRON-TANK CONSTRUCTION.

DIAMOND SHAMROCK- PETROCHEMICALS PARTINERSHIP.)

DOW CHEMICAL- PETROCHEMICALS PARTNERSHIP.

DRESSER CLARK- GAS TURBINES AND COMPRESSORS.

FLUOR-LNG AND OTHER ENGINEERING/CONSTRUCTION.

FOSTER WHEELER- PETROCHEMICALS, LNG, AND OTHER ENGINEERING/
CONTRUCTION.

GAS DEVELOPMENTS CORP.- GAS CONSULTING AND TRAINING.

GENERAL ELECTRIC-GAS TURBKNES AND ELECTIRCAL CONTROLS.

B.F. GOODRICH- PVC PORDUCTION.

GULF OIL-LNG PARTNERSHIP.

FREDRICK R. HARRIS- PORT ENGINEERING.

HERCULES- PETROCHEMICALS AND FERTILIZER PARTNERSHIPS.

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M.W. KELLOG- PROCESSES, REFINERY AND OTHER ENGINEERING.

KING-WILKINSON- ENGINEERING.

A.D. LITTLE- CONSULTING AND TRAINING.

'. RAY MCDERMOTT- CONSTRUCTION.

ARTHUR G. MCKEE- SECOND REFINERY BID.

RALPH M. PARSONS- LNG AND OTHER ENGINEERING/CONSTUCTION.

PHILLIPS PETROLEUM -LNG PARTNERSHIP.

PROCONALNG AND OTHER ENGINEERING/CONSTRUCTION.

TENNECO-LNG AND EXPORT REFINERY PARTNERSHIP, LNG TANKERS.
UNION OIL- PROCESSES.
UNIVERSAL OIL PRODUCTS-PROCESSES.

5. IF FORUM COVERS US SYSTEMS EXPERTISE AND PROCESS TECHNOLOGY RELATING TO ALL GAS AND GAS UTILIZATION PROJECTS, PARTICIPANTS COULD PRESUMABLY, MAKE PRESENTATIONS ON PETROLEUM REFINING, OIL TANKERS, PETROCHEMICALS, AND NITROGENOUS FERTILIZER, AS WELL AS GAS LIQUEFACTION AND LNG CARRIERS AS PROPOSED PAR 2D REFDEPTEL.

6. EMBASSY ASKS THAT CONSIDERATION STILL BE GIVEN TO SEPERRATE TECHNICAL SEMINAR ON LNG WHICH, AS CONCEIVED BY REFEMTELS, WOULD BE VERY DIFFERENT FROM "BUSINESS FORUM". SEMINAR ON LNG WOULD BE EASY TO ORGANIZE, ALMOST CERTAIN TO HAVE HIGH IMPACT, AND MOST LIKELY TO INCREASE U.S. EXPORTS. IN COMPARISON TO BUSINESS FORUM, SEMINAR WOULD BE: (1) INTENDED FOR DIFFERENT LEVEL OF US PARTICIPANTS (TECHNICAL RATHER THAN SEMI-VIP); (2) DRAWN FROM REASONABLY LIMITED NUMBER OF US FIRMS (APPROXIMATELY TWO DOZEN INSTEAD OF MORE THAN FORTY); (3) TAILORED FOR SPECIFIC SUBJECT MATTER (ONLY LNG RATHER THAN ALL GAS AND OIL); (4) SUPPORTED BY CLEARLY SUPERIOR REPUTATION OF US TECHNOLOGY IN LNG; (5) TARGETED FOR DIFFERENT NIGERIAN AUDIENCE (TECHNICALLY INTERESTED OFFICIALS FROM MANY AGENCIES RATHER SMALL NUMBER OF KEY DECISION-MAKERS); (6) RESPONSIVE TO NIGERIAN NEEDS FOR INSTRUCTION; (7) DEPENDENT ON DIFFERENT DEGREE OF FMG COOPERATION (PASSIVE RATHER THAN ACTIVE), AND (8) INDEPENDENT OF POLITICAL CHANGES WHICH ARE EXPECTED TO OCCUR WITHIN NEXT TWO MONTHS.
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